



**International Ltd**

Clean Air Technology

Paul Niklas-  
Sales & Marketing Director

# **Company background:**

- Established in 2005.
- World leader in the supply of incinerators and recycling technology.
- Sales in over 140 countries.
- 90% of current Business is exported.
- Diverse customer base including Governments, Military, and blue chip companies.
- Environmental Awareness is key to maintaining our position
- Immediate low cost waste management solution.

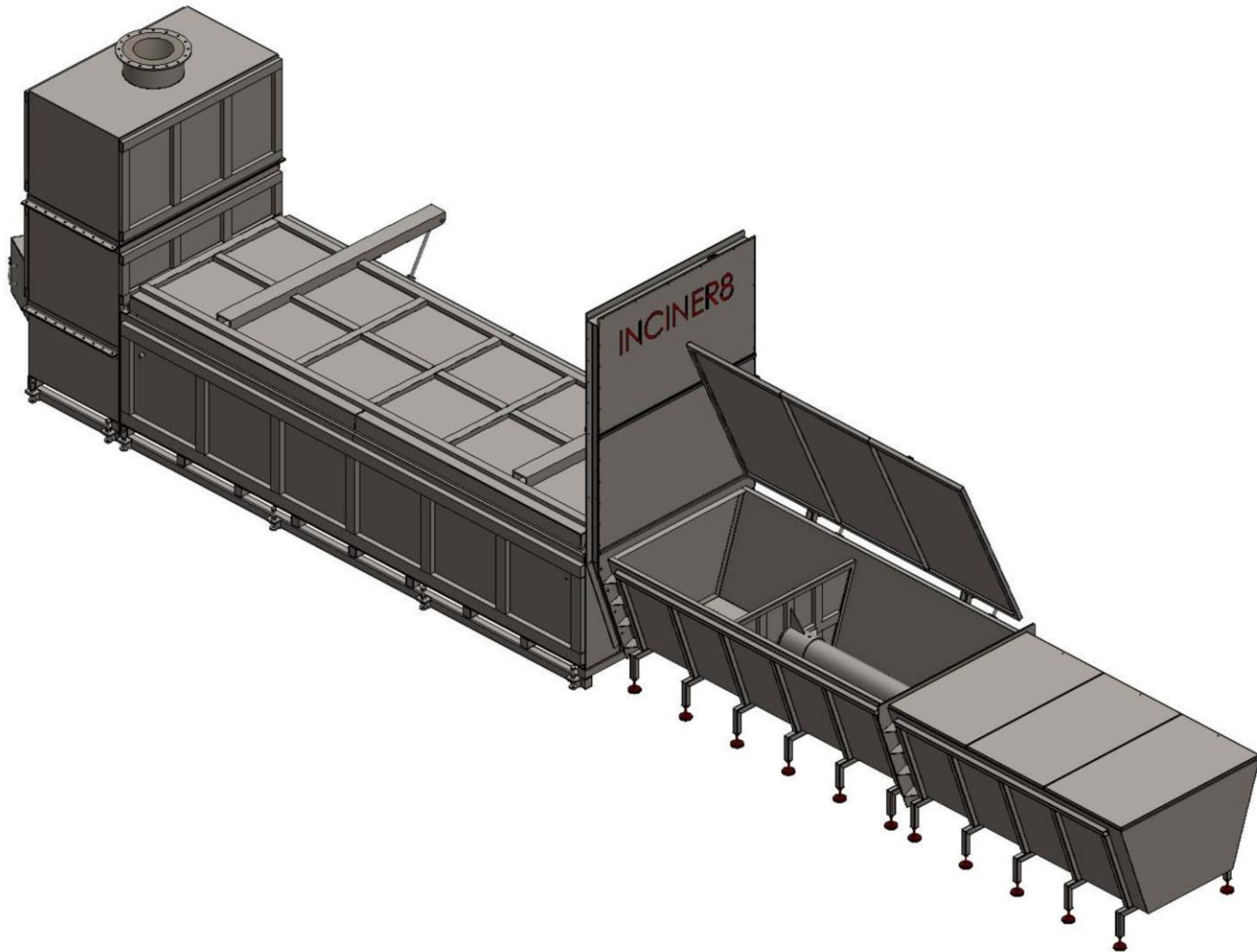
Our Business promotes and produces incinerators to achieve clean air from the incineration process.

This is achieved by burning at high temperatures in a two stage process.

We have been revolutionary in perfecting this technique and continue to do so in remaining the global leader.

How does it work ??

**The model I8-700:** rated to burn at 1000kgs per hour, complete with automatic loading and ash removal.



# **Solutions for all waste applications**

Our primary business is the Supply of:

- World class Animal, Industrial, and Medical incineration systems.
- Bespoke designs.
- Pollution control systems for high risk waste.
- Renewable energy and recycling.
- Innovator to the global waste management market
- The “Go To” Manufacturer for the Global Aid Organisations.

# Global Incineration Market

- Global market currently £15 billion forecast to rise to £18 billion by 2018.
- Market is split between large municipal incinerator plants and incinerator capacities of up to 5 tonnes per hour.
- Inciner8 strategy is to service the market requirements up to 5 tonne per hour ( 1 billion).
- This market is the basis of the increased forecast up to 2018.
- Localised and “Go To” Incineration is the future for waste management in the reduction of onward contamination and CO2 emissions.
  - ***Inciner8 at source v transportation and increasing Landfill costs***
- Inciner8 are ideally placed to capitalise on this market growth.

# **UK quality for the world market**

World renowned British Made Product for many waste applications, some include:

- Drug disposal in North and South America through United Nations funded projects and assorted governing bodies.
- Medical and Mining waste in Africa through health and agricultural ministries.
- Animal, hazardous, paper, and poultry waste in Saudi Arabia and the Middle East.
- Clinical Waste in Asia.
- Animal and general waste in UK and Europe.
- **EBOLA- The solution to containment of the Virus.**

# General waste incinerators



- Built using the highest standards in safety and construction.
- Revolutionary cyclonic secondary chamber technology.
- Corrosion resistant.
- Backed by 30 years of engineering experience.
- 24 hour continuous operation.
- CE Certified.
- Unique internal concave design to ensure no cold spots





# Animal waste incinerators



- Full animal carcass and animal by product incineration
- DEFRA / UK ABPR / AHVLA approved technology
- Eliminates cross contamination and spread of disease
- Burn rates from 15kgs to 1000kgs per hour.





**First animal waste incinerator using  
Renewable energy source**



# High capacity incinerators



- Burn rates of up to 1000kgs per hour
- Optional automatic loading
- Optional automatic feeding
- Refractory lining rated to 1600 C
- Suitable for multipurpose use
- Preferred alternative to landfill
- 2 second gas retention provided as standard
- Built using high grade structural steel
- Mobility Option - for complete self efficiency in remote locations with little resources.





**Building our largest custom made model with automatic loading and pollution control systems**



**Fully equipped mobile I8-700 models**





**Mobile drug incinerators for UN project in South America**

# Mobile incinerators



- Suitable for farms, shared facilities, camps, and disease control facilities
- Galvanized twin or triple axle trailer complete with generators and fuel tanks
- No on site installation required
- UK and EU road compliant
- Unitized wheel bearings and powerful auto-reverse breaks enable use in remote and harsh terrain





# Medical waste incinerators



- Specialized medical range for clinics and hospitals of all sizes.
- Complete destruction of Type IV pathological waste, contaminated “red bag”, surgical dressings, and test devices.
- Eliminates VOC’s, CO, Dioxins and Furans.
- Advanced burner and combustion technology for complete NOx control.



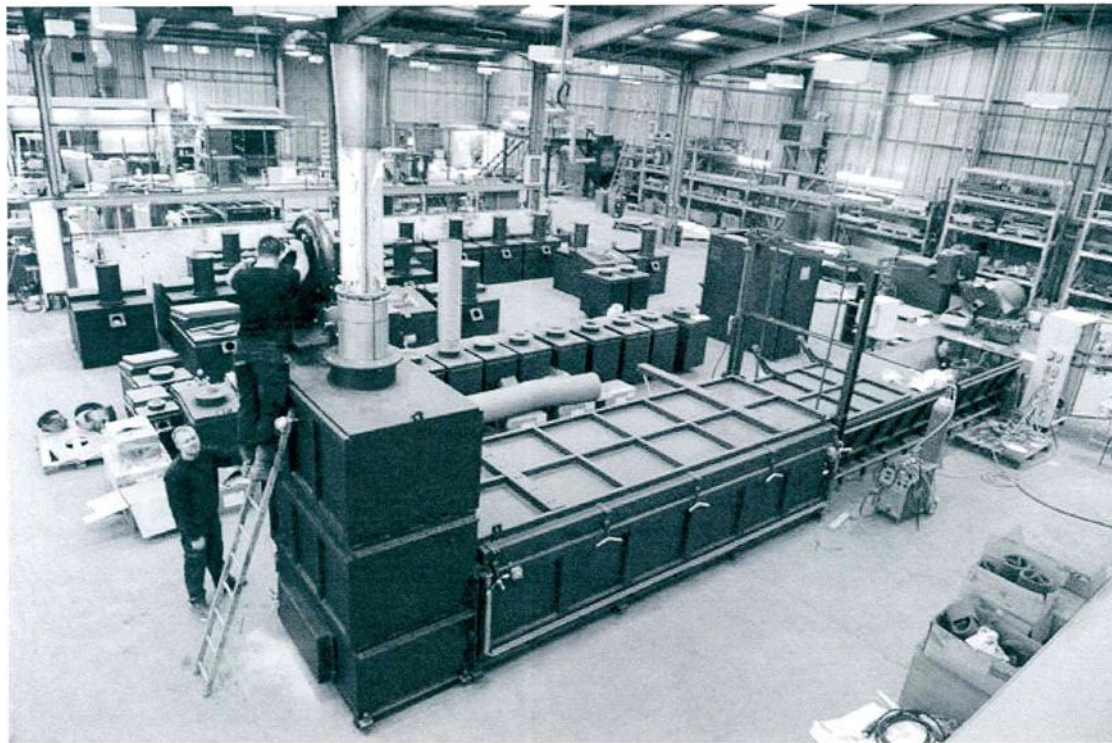


# Inciner8 Brand – Exposure

- **Inciner8 have been chosen by the,**
  - United Nations
  - Red Cross
  - UK Aid
  - Unicef
  - Save the Children
  - United Nations Operations
- **The business is seen as the specialist in this type of incineration.**
  - British Manufacturer- all relevant standards
  - The mobility of our range
  - The varying ranges of capacity to suit the local need.
- **A legacy for the organisations and a Foothold in the markets to allow our growth.**

# Inciner8 – Support Humanitarian organisations

- **Ebola: Southport firm leading the fight in global health crisis.**



# Ebola and Inciner8 Ltd

## RESORT FIRM IN BATTLE TO BEAT EBOLA CRISIS

by Ollie Cowan

THE UNITED Nations have called on a Southport firm to help them tackle the growing Ebola crisis.

The deadly virus, for which there is no known cure, has killed over 4,500 people since an outbreak began in Guinea in 2013, spreading to Liberia and Sierra Leone before the virus made its way into America and Spain.

To combat the spread of the virus thousands of aid workers and doctors from around the world travel to West Africa to treat those who have fallen ill and as a result, will use tonnes of materials which become hazardous and need to be disposed of via incinerators.

As such, the world's largest incinerator manufacturer, based on Southport's Canning Road Industrial estate, has been drafted in by the United Nations to provide a plethora of incinerators for disposing hazardous material.

Bosses at Inciner8 say they are ready to work closely with the United Nations to supply incinerators to the areas of West Africa currently hit by the deadly Ebola virus.

The range of incinerators available from

**Inciner8** are ready made for the burning of hazardous waste ranging from the smallest and most mobile medical waste Incinerator to the largest Incinerator capable of burning up to 1000kg per hour.

Paul Niklas, Sales and Marketing director for Inciner8, told The Champion: "We appreciate fully and understand the terrible issues faced by the people of West Africa and the support agencies in place to combat the daily problems that exist. **Continued inside**

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"We will be endeavouring fully to ensure that we send our products in the quickest possible time with our engineers to support both installation and training as part of our committed service in reducing and eliminating the

spread of this disease by transporting contaminated materials to other locations.

"Inciner8 continue to take the lead on many fronts and are currently working with other government agencies and Aid organisations as the innovation leader in the global Incineration market.

"The Ebola incinerators are being made and shipped out as we speak.

"It's a natural procedure for us; we've done this for other disasters such as the war in Iraq.

"During our time in Iraq we had to deal with all sorts of residue, waste and contamination mainly for military purposes. We've also supplied incinerators to the police in South America.

"However the Ebola virus is definitely up there as one of the worst cases we have faced – there is major risk in contaminated medical waste.

by Ollie Cowan

"What we do is provide a safe environment for people to burn waste, which is obviously far better than burning it in uncontrolled environments.

"You can take the incinerators to the problem. It's impossible to guess what will happen next as things are changing on a day-to-day basis.

"We were first contacted about two and a half months ago. Normally we send our own people out, however it's not something that we've been able to do this time as a result of the risk."

In August 2014, the World Health Organisation declared the West Africa Ebola epidemic to be an international public health emergency.

Urging the world to offer aid to the affected regions, the Director-General said:

"Countries affected to date simply do not have the capacity to manage an outbreak of this size and complexity on their own.

"I urge the international community to provide this support on the most urgent basis possible."

# Ebola and Inciner8 Ltd

## Red Cross and UN seek out Inciner8 to tackle crisis

A SOUTHPORT firm that makes incinerators is helping the global effort to beat the Ebola crisis.

Inciner8 has been inundated with requests for burners so those fighting the virus in West Africa can safely dispose of contaminated medical waste.

Sales and marketing manager Paul Niklas said they had more than a hundred orders from global organisations and aid agencies, including the United Nations and the Red Cross.

He also said most of their workforce was dedicated to manufacturing the incinerators.

The larger ones can burn up to 1,000kg of waste an hour, smaller ones up to 400kg per hour.

Mr Niklas said: "We feel very proud of the fact that they have come to us and that we have a product that is part of the solution.

"Because this has to be contained at the source. As soon as you start trying to move waste, it can spread further and further.

"Our incinerators burn at 850 degrees Celsius which burns the toxins, then in the second chamber they burn the gases from that at 1,200 degrees so what is coming out of the chimney is clean. And our incinerators are mobile, too, so they can be taken to the

source."

Calls for the products started a few months back when the Ebola crisis was just emerging. Since then they have manufactured and sold more than 120 incinerators to be shipped out to West Africa.

Their engineers usually go out to help with installation but because of the Ebola threat, engineers employed by aid agencies and organisations are being sent to be trained up at the plant in Canning Road Industrial Estate instead.

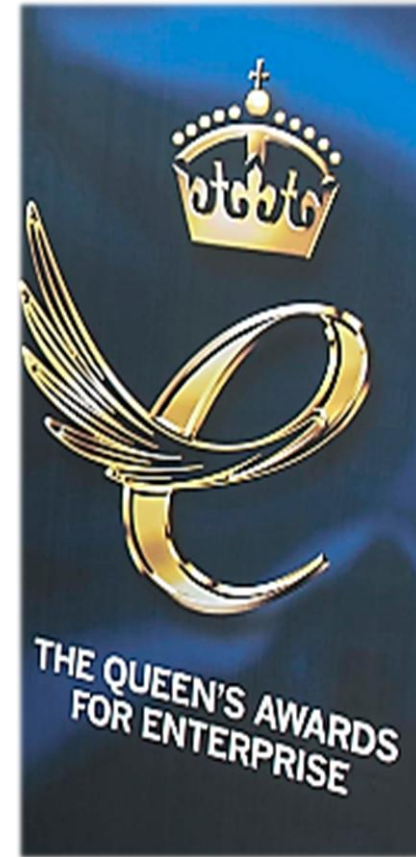
Mr Niklas added: "They first contacted us when the outbreak began a couple of months ago. But we are geared up for these things, anyway. The last time demand was like this was the Iraq War. We've set up a separate plant so when it does happen we can manage it."





# Business Recognition

- **Her Majesty Queen Elizabeth II:**  
The Queen's Awards for Enterprise:  
International Trade 2012 award.
- **Sefton Business Awards:**  
The Overall Business of the Year Award 2010/2011
- **Sefton Business Awards:**  
The Best Small Business Award- Under 25 Employees 2010/2011
- **European Business Awards:**  
Finalist 2012





**INCINER8 Hailed as North West Export Champion 2013**

# What's Next

- Inciner8 as a company aim is to continue to be the Global leader in Innovation.
- We have continually strived for next generation products that will give us a leading edge.
- We have many idea's that we are committed to bring to the market, this will be our key focus in the next year.
- Achieving this objective is a challenge but a challenge we are preparing for.
  - The development of Uk and European Markets
  - Achieving a Global Distribution Network
  - Continuing to dispel the myths of Incineration.
  - Maintaining New Product Development as the global leader.

# How-

- Complete overhaul and design of 33 strong product range to be launched January 2015.
- Two additional High capacity incinerators launched January 2015.
- Build on our SEO strength globally with fully translated sites and communication mediums.
- Development of global training centre for clients.
- Focus on demand creation and awareness to facilitate our strategy for Distribution and improved service levels.
- Develop our bespoke Incineration package for larger markets with the option to consider joint ventures in targeted markets.
- Develop strategies to combat import duty restrictions in markets that are currently restrictive.
- Work closer with UKTI and our supporting authority Sefton to develop our strategy and deliver our goals.



# The Key to our Success

- Great Product
- Continuous Product development
- Maintain high price premium
- Development of the brand
  - “What does Good Look Like “
- Regular but informative communication
- Change your market and create markets.
- **Create Demand.**
  - **The end user is always the key to any activity in demand creation.**
- Never Follow the competition- make them follow you.



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